



**PRICE SUBMISSION SHEET  
CITY OF AUSTIN  
NATIVE SEED REVEGETATION MATERIALS  
October 22, 2020**

SOLICITATION NO.: IFB 6300 DCM1037

BUYER: Diana McIntosh

Special Instructions: Offerors must use this Price Submission Sheet to submit pricing. Be advised that altering the bid sheet or taking exceptions to any portion of the solicitation will jeopardize acceptance of your Offer. The quantities noted below are estimates and not a guarantee of actual volume. The City does not guarantee the purchase of the quantities listed, actual purchases may be more or less. Quantities are provided as a guide based on historical or anticipated usage. Order quantities will be as-needed and specified by the City for each order.

A bid of "0" (zero) will be interpreted by the City as a no-charge (free) item and the City will not expect to pay for that item. A bid of "no bid" or no response (space left blank) will be interpreted by the City that the Offeror does not wish to bid on that item. Be advised, a "no bid" or no response may be considered as non-responsive and may result in disqualification of the bid.

Prices offered on the Price Submission shall be all inclusive of fees not expressly allowed in the scope of work. The Offeror shall not charge separately for administrative, overhead, per diem, and shipping or transportation costs (travel time, fuel surcharges, mileage, stop-fee, etc.) to deliver services or items to the Austin, Texas area. The Offeror shall provide all tools, labor, travel, and equipment necessary to perform the services required under this contract.

Offerors are required to meet all specifications listed herein as minimum requirements and are required to submit firm fixed cost for all products under the terms of this invitation for Bid. It is the City's preference to award a single contract for these services however, the City reserves the right to reject all bids entirely or make multiple contract awards between the lowest and/or, most responsive bidders.

This IFB will be awarded to the Contractor that submits the lowest responsive bid. Award shall be based on individual or groups of specific line items, cost, or any criteria deemed by the City to be most advantageous

**CATEGORY 1  
SEED MIXTURE MATERIALS**

Item No.	Item Description	Scope of Work Section	Unit	Estimated Annual Quantity	Manufacturer's Price	% Discount off Price List	Discounted Price Offered to City	Extended Total
1.1	UPLAND NATIVE SEED MIXTURE	4.3.1	20lb/BAG	3	\$590.80	3%	\$573.08	\$1,719.23
1.2	UPLAND NATIVE SEED MIXTURE	4.3.1	50lb/BAG	8	\$1,449.50	3%	\$1,406.02	\$11,248.12
1.3	SHADE TOLERANT SEED MIXTURE	4.3.2	20lb/BAG	2	\$1,203.82	3%	\$1,167.71	\$2,335.41
1.4	SHADE TOLERANT SEED MIXTURE	4.3.2	50lb/BAG	4	\$2,982.05	3%	\$2,892.59	\$11,570.35
1.5	LOW GROWING SEED MIXTURE	4.3.3	20lb/BAG	2	\$709.65	3%	\$688.36	\$1,376.72
1.6	LOW GROWING SEED MIXTURE	4.3.3	50lb/BAG	8	\$1,746.63	3%	\$1,694.23	\$13,553.85
1.7	LOW GROWING UPLAND SEED MIXTURE	4.3.4	20lb/BAG	2	\$821.90	3%	\$797.24	\$1,594.49
1.8	LOW GROWING UPLAND SEED MIXTURE	4.3.4	50lb/BAG	8	\$2,027.25	3%	\$1,966.43	\$15,731.46
1.9	LOW GROWING WILDFLOWER SEED MIXTURE	4.3.5	20lb/BAG	2	\$784.88	3%	761.33	\$0.00 761.33
1.10	LOW GROWING WILDFLOWER SEED MIXTURE	4.3.5	50lb/BAG	8	\$1,934.70	3%	\$1,876.66	\$15,013.27
1.11	POLLINATOR HABITAT SEED MIX	4.3.6	20lb/BAG	2	\$1,757.60	3%	\$1,704.87	\$3,409.74
1.12	POLLINATOR HABITAT SEED MIX	4.3.6	50lb/BAG	4	\$4,366.50	3%	\$4,235.51	\$16,942.02
1.13	COOL SEASON GRASS MIX (Sept 15 through Feb 28)	4.3.7	20lb/BAG	2	\$64.33	3%	\$62.40	\$124.80
1.14	COOL SEASON GRASS MIX, BAG (Sept 15 through Feb 28)	4.3.7	50lb/BAG	4	\$133.32	3%	\$129.32	\$517.28
<b>TOTAL FOR CATEGORY 1</b>								<b>\$95,136.75 + 761.33</b>

**CATEGORY 2  
DISCOUNT OFF OR MARKUP TO MANUFACTURER PRICE LISTS FOR NON-SPECIFIED PRODUCTS (FOR INFORMATIONAL PURPOSES ONLY)**

= 95,898<sup>08</sup>

The City anticipates an estimated annual spending need of \$5,000.00 for materials off catalog on the contract. The City may wish an Offeror provide additional products as they relate to this contract. In order to be paid for those additional products, provide manufacturers name and catalog numbers for the additional products you can provide the City. Indicate the minimum percentage discount or maximum markup to costs you can provide the City for these products. The percentage discount(s) or markup(s) listed shall be fixed throughout the term of the Contract including any subsequent renewal periods. This information will not be used in the evaluation of the bid but is for informational purposes only and there is no guarantee of purchase. Please include additional pages as necessary. The Contractor shall submit to the City's Contract Manager two (2) CDs or electronic copies, if available, of the price list(s) upon which the discounts or markups are based on the Price Submission Sheet within five (5) business days of Contract award.

LINE NO.	DESCRIPTION	% Discount Off of Price List	% Mark-up of Price List	Estimate Annual Spend
2.1	Name _____ Justin Seed Company _____ Number _____ #3 _____	3%	0%	\$5,000.00
2.2	Name _____ Number _____	0%	0%	
2.3	Name _____ Number _____	0%	0%	
<b>TOTAL FOR CATEGORY 2</b>				<b>\$5,000.00</b>

**DELIVERY TERMS**

- The Contractor shall deliver ordered seeds within 10-Business Days after the order has been placed or at a mutually agreed upon time and date between the Contractor and the Contract Manager or Department Designee.
- Unless requested by the City, deliveries shall not be made on City-recognized legal holidays.
- The Contractor shall ship all orders for seed complete unless arrangements for partial shipments are made with the Contract Manager or Department Designee in advance.
- Delivery shall be made to the location listed on the City issued Delivery Order.

DELIVERY METHOD: ☒ COMMON CARRIER (FedEx, UPS) ☐ VENDOR DELIVERY

COMPANY NAME:	Justin Seed Company
EMAIL ADDRESS:	seed@justinseed.com or rachel@justinseed.com